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SUMMARY:

Senior level executive who has consistently delivered revenue growth and increased profitability in extremely competitive market places. Strong in sales and general management with proven ability to balance business, operations, customer and market issues in both start-up and growth phases of operations. Proven success in selling to and developing relationships in a wide variety of industries - including healthcare, high tech, telecommunications, education, finance and government. Successful promoter of strategic alliances and managing partnerships. Recognized for leadership and negotiating abilities, fostering trust and attaining the highest level of customer satisfaction and acceptance.

EXPERIENCE:

2000 - Present New England Digital Distribution
President/CEO

NEDD has been a wireless and wire-line (microwave, Laser, Satellite, fiber optics) infrastructure provider since 1982. Hired by the Chairman of the Board to create new businesses and revenue streams around the then current assets and market conditions. NEDD's assets included microwave/satellite Engineers, RF technicians, electricians, project managers, fiber optics installation and maintenance capabilities, tower construction capabilities, Civil Engineers, extensive telcom and internet expertise, etc. Design, implementation and maintenance of fixed point to point and multi point wireless and wireline solutions and associated equipment/construction. Customers include large enterprise accounts (Banks, investment institutions, high tech manufacturers, Colleges, Hospitals, etc.) telecommunications providers (CLECs/RBOCs/LXCs in the wire-line arena, the Cellular providers and content providers - ISPs), State and Local Governments. Also had agency contracts/partnerships with firms in the Middle East (Egypt and Saudi Arabia). Grew the revenue (\$5 to \$10 mi.), profit and number of employees (20 to 60) each by over 50% in the first year. Established systems integration relationships/contracts with many of the largest manufacturers of microwave equipment. Created a forecasting tool that addresses revenue, resource allocation/needs, and profitability. Instituted job cost and quote systems.

1996 - 2000

Fujitsu/Amdahl

Vice President/General Manager, Network/Systems Integration, 1999-2000

Responsible for building/expanding a multi-faceted Infrastructure provider for Local and Global IT Solutions. The services included all facets of Network Integration, Systems Integration, access to world wide high bandwidth networks and an operations support and monitoring offering. Consulting, design, provisioning of hardware/software/networks, implementation, and global support. A single vendor for the entire infrastructure of Data Center/Web Host facilities.

Vice President/General Manager, Intelligent Network Division, 1998

Responsible for application design and development, hardware and software systems integration, sale and support of platforms (middleware) that allow for flexible, quick, and inexpensive application development/deployment in the Intelligent Network arena (wire-line, wire-less, voice over ATM, etc.). Successfully completed the development and roll out of the products and subsequently sold the products/assets to two firms who specialize in Intelligent Network solutions.

General Manager, Amdahl/DMR 1996-1997

Recruited by the President of Amdahl to establish a business entity from two recently acquired and merged independent businesses. Objective was to strategically establish industry focus and subsequently create and run a client-driven, value added information technology solution consulting business. Responsibilities included general

management, strategy, planning, marketing, sales, pricing, contracts, P&L and staffing.

- Revenue went from \$0 to \$15M in one year.
- Increased staff from 0 to 80 in one year
- Established viability of and subsequently negotiated acquisition of a well respected professional services company (45 professionals).
- Established a significant and profitable Northeast business unit where the individual businesses had had three prior failed campaigns.

1983 - 1996

NYNEX

Managing Director, NYNEX Systems

Management responsibility for revenue protection, sales, contract negotiations, P&L and services for all of the NYNEX Customers across all industry sectors in New England. Products/services included all voice, data and video applications/solutions.

- Exceeded all P&L measurements consistently.
- Service/maintenance rated number one of all competitors by customers.
- Achieved twelve 100% plus years (consistently over 130%), six Chairman's awards; top sales/support business unit in NYNEX.
- Led the team (set strategies, made decisions and negotiated contracts) that designed, priced, sold and implemented the first ISDN "work at home" networks — H.P., Lucent, Stratus, Lotus and the first Internet products/contracts with the Internet and other online providers.
- Increased sales an average of 35% per year. Over \$2 billion per year revenue-based protection.
- Directed major competitive win-backs at Digital (\$63M — largest sale ever in NYNEX/New England), Data General, the Boston Globe, etc. Competitive wins at Harvard (\$30 mil.), B.U., Northeastern, Mass. General, New England Medical Center, Sanders, State of Maine, Commonwealth of Mass., Shawmut Bank, Lucent, Reuters, Polaroid, Picture Tel, Prodigy, TIAC, IBM, etc.
- Created and sold a services (now sold company wide) in an alliance with G.E. Rescom for large apartment and condominium complexes.
- Created a service in an alliance with G.E. Medical to allow hospitals a service alternative to purchasing diagnostic equipment.
- Authored and negotiated the first multi-product, volume discount contract ever at NYNEX (with G.E.).
- Designed a new instrument for Northeastern and convinced AT&T to manufacture and market same. Has become a major product offering of the new Lucent Technologies. Was key to the N.U. sale. No direct revenue from this product to NYNEX.
- Formed, with Harvard, MIT, Boston University and BBN the, NEARNET network (became Genuity)
- Part of team within NYNEX that formed alliances with most of the large hospitals in Boston. Designed and developed software (middleware) and services to provide high speed, multi-media transmission of critical diagnostic and patient record information. These capabilities have allowed the hospitals to greatly increase their business (remote partnerships and alliances) and increased NYNEX's partnership value.

Prior professional experience included assignments as a Systems Engineer and, Sales and Sales Manager (including international responsibilities) in the high tech and finance leasing fields. An eight (8) year engagement with IBM was a significant part of this work history.

EDUCATION

BOSTON COLLEGE

B.S./B.A., Finance

DARTMOUTH COLLEGE

Amos Tuck School

Executive Program